



Fahad Ali Shah

Work permit: Qatari

Place of birth: Islamabad, Pakistan

Nationality: Pakistani

Gender: Male

CONTACT

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ABOUT ME

Results-driven sales and customer service professional with over **10 years of diversified experience** in real estate, banking, and telecom sectors across Pakistan and UAE. Proven record of **exceeding sales targets**, building long-term client relationships, and leading teams to achieve business goals. Adept at **negotiation, customer engagement, and closing high-value deals**. Recognized with multiple **Sales Star Awards** for outstanding performance.

WORK EXPERIENCE

ParkView City Islamabad, Pakistan

Sales Executive

Mar 2024 – Feb 2025

- Sold and managed transactions for ready villas, apartments, and plots.
- Built and maintained relationships with clients through calls, emails, and in-person meetings.
- Negotiated agreements and closed high-value sales.
- Consistently exceeded monthly targets; awarded *Sales Star of the Month* (July & Nov 2024) and *Sales Star of the Year* (Dec 2024).

Square Nine International (Real Estate & Builders) Islamabad, Pakistan

Team Lead

Jul 2021 – Mar 2024

- Led sales operations for a portfolio worth 300 million PKR.
- Supervised sales team, conducted client meetings, and drove property transactions (sales, purchase, rental).
- Developed strategies to increase client acquisition and retention.

Agency21 International – Imarat Group of Companies Islamabad, Pakistan

Sr. Investment Advisor

Feb 2020 – Dec 2020

- Managed real estate investment portfolio worth 100 million PKR.
- Advised clients on property investments, sales, and rentals.
- Maintained client relationships and delivered tailored investment solutions.

Faysal Bank Ltd Islamabad, Pakistan

Relationship Manager (Islamic Auto Finance)

May 2017 – Apr 2018

- Consistently exceeded monthly financing targets (7M–10M PKR).
- Managed customer portfolio, conducted needs analysis, and offered tailored financing options.
- Enhanced customer satisfaction and retention through personalized service.

Gulf Finance Corporation Dubai, United Arab Emirates

Sales Officer (SME & Commercial Finance)

Oct 2014 – Feb 2016

- Managed financing for commercial assets including machinery, trucks, and vehicles.
- Exceeded monthly sales targets (AED 1M–1.5M).

Mashreq Bank Dubai, United Arab Emirates

Relationship Officer (Auto Loan)

Oct 2013 – Jun 2014

- Consistently achieved monthly sales of DHR 1.5M–2M in auto loans.

Emirates Islamic Bank Dubai, United Arab Emirates

Murabaha Auto Executive (Auto Loan)

Oct 2010 – Dec 2011

- Achieved 35–40 auto loan bookings per month against a target of 30.

Meezan Bank Limited Islamabad, Pakistan

Business Development Officer

Dec 2009 – May 2010

- Opened new accounts and deposits exceeding 4M PKR monthly target.

Vertex International Islamabad, Pakistan

Sales Manager

Aug 2007 – Oct 2009

- Oversaw property transactions, negotiations, and client meetings.
- Consistently achieved and surpassed monthly sales targets.

EDUCATION AND TRAINING

2003 Islamabad, Pakistan

Bachelors in Business Administration Al-Khair University

Islamabad, Pakistan

MS Office

Islamabad, Pakistan

English Language Course

AWARDS & ACHIEVEMENTS

2024

Sales Star of the Year (2024) – ParkView City

SKILLS

Sales & Negotiation | Customer Relationship Management (CRM) | Real Estate Sales & Leasing | Banking & Financial Products | Target Achievement & KPI Management | Team Leadership & Mentoring | Client Prospecting & Cold Calling | Cross-cultural Communication